OCT 1997

	MERCHANDISERS	
	RJR LOCKOUT STORES	2 RJR FP DISPLAYS STORES
DIVISION		
1221	33	291
1222	135	265
1223	109	409
1224	23	363
1225	38	289
1226	144	409
1229	104	457

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Source: https://www.industrydocuments.ucsf.edu/docs/tmxy0000

	MERCHANDISERS	
	RJR LOCKOUT	2 RJR FP DISPLAYS
	STORES	STORES
REGION		
12	1378	2935

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Source: https://www.industrydocuments.ucsf.edu/docs/tmxy0000

SIS181B8 ACTIVITY FOR MONTH ENDING 10-31-1997 (OCT) 1997 PAGE 001
RUN TIME: 11-05-1997 04:59

SALES LEVEL	RETAIL CALLS	DIRECT CALLS	INDIRECT CALLS
1222 YONKERS DIVISION	1012	6	6
1223 NASSAU DIVISION	1173	8	3
1226 NORTH JERSEY DIVISION	1193	1	2
1229 QUEENS DIVISION	1384	5	11
12 NEW YORK METRO REGION	4762	20	22

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Source: https://www.industrydocuments.ucsf.edu/docs/tmxy0000

OCT 1997

SIS181B8 ACTIVITY FOR MONTH ENDING 10-31-1997 PAGE 001
RUN TIME: 11-05-1997 04:58

SALES LEVEL	RETAIL CALLS	DIRECT CALLS	INDIRECT CALLS
1221 JERSEY CITY DIVISION	1783	6	15
1222 YONKERS DIVISION	1574	12	22
1223 NASSAU DIVISION	1240	11	16
1224 MANHATTAN DIVISION	1767		11
1225 BROOKLYN DIVISION	1792	6	17
1226 NORTH JERSEY DIVISION	1345	8	9
1229 QUEENS DIVISION	1967	1	7
12 NEW YORK METRO REGION	11468	44	97

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Source: https://www.industrydocuments.ucsf.edu/docs/tmxy0000

SALES REP. RESPONSIBILITY

QUARTERLY HISTORICAL REPORT

1221 JERSEY CITY DIVISION

OCTOBER

CALL CLASS	RETAIL ACCOUNTS	October ACCOUNTS NOT CONT	1997 PERCENT CONTACTED	QUARTER ACCOUNTS NOT CONT	PERCENT CONTACTED
A12	703	2	99.7	2	99.7
C12	1		100.0		100.0
A24	156		100.0		100.0
C24	4		100.0		100.0
MONTHLY TOTAL	864	2	99.7	2	99.7
A04	1223	731	40.2	714	41.6
C04	1	1		1	
QUARTERLY TOTAL	1224	732	40.1	715	41.5
A00	295	295		295	
C00	2	2		2	
Z00	142	140	1.4	140	1.4
A01	319	220	31.0	220	31.0
TOTAAL	2846	1391	51.1	1374	51.7

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Source: https://www.industrydocuments.ucsf.edu/docs/tmxy0000

SALES REP. RESPONSIBILITY

QUARTERLY HISTORICAL REPORT

1222 YONKERS DIVISION

CALL CLASS	RETAIL ACCOUNTS	October ACCOUNTS NOT CONT	1997 PERCENT CONTACTED	QUARTER ACCOUNTS NOT CONT	PERCENT CONTACTED
A12	819	23	97.1	23	97.1
C12	4	1	75.0	1	75.0
A24	134	1	99.2	1	99.2
C24	3		100.0		100.0
MONTHLY TOTAL	960	25	97.3	25	97.3
A04	820	538	34.3	515	37.1
C04	4	4		4	
QUARTERLY TOTAL	824	542	34.2	519	37.0
A00	266	263	1.1	263	1.1
C00	22	22		22	
Z00	35	3	91.4	3	91.4
A01	482	474	1.6	474	1.6
N99	1	1		1	
TOTAL	2590	1330	48.6	1307	49.5

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Source: https://www.industrydocuments.ucsf.edu/docs/tmxy0000

SALES REP. RESPONSIBILITY

QUARTERLY HISTORICAL REPORT

1223 NASSAU DIVISION

CALL CLASS	RETAIL ACCOUNTS	October ACCOUNTS NOT CONT	1997 PERCENT CONTACTED	QUARTER ACCOUNTS NOT CONT	PERCENT CONTACTED
A12	567	8	98.5	2	99.6
C12	7		100.0		100.0
A24	280	2	99.2		100.0
C24	12		100.0		100.0
A52	4		100.0		100.0
C52	10		100.0		100.0
MONTHLY TOTAL	880	10	98.8	2	99.7
A04	220	193	12.2	191	13.1
C04	2	2		2	
QUARTERLY TOTAL	222	195	12.1	193	13.0
A00	459	459		459	
C00	7	7		7	
Z00	32	24	25.0	24	25.0
A01	970	965	0.5	965	0.5
M12	1		100.0		100.0
M24	2		100.0		100.0
TOTAL	2573	1660	35.4	1650	35.8

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Source: https://www.industrydocuments.ucsf.edu/docs/tmxy0000

SALES REP. RESPONSIBILITY

QUARTERLY HISTORICAL REPORT

1224 MANHATTAN DIVISION

CALL CLASS	RETAIL ACCOUNTS	October ACCOUNTS NOT CONT	1997 PERCENT CONTACTED	QUARTER ACCOUNTS NOT CONT	PERCENT CONTACTED
A12	828	4	99.5	3	99.6
C12	2		100.0		100.0
A24	153		100.0		100.0
C24	4		100.0		100.0
MONTHLY TOTAL	987	4	99.5	3	99.6
A04	1152	819	28.9	811	29.6
QUARTERLY TOTAL	1152	819	28.9	811	29.6
A00	107	107		107	
C00	13	13		13	
Z00	6	3	50.0	3	50.0
A01	446	424	4.9	424	4.9
C01	17	17		17	
TOTAL	2728	1387	49.1	1378	49.4

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Source: https://www.industrydocuments.ucsf.edu/docs/tmxy0000

SALES REP. RESPONSIBILITY

QUARTERLY HISTORICAL REPORT

1225 BROOKLYN DIVISION

CALL CLASS	RETAIL ACCOUNTS	October ACCOUNTS NOT CONT	1997 PERCENT CONTACTED	QUARTER ACCOUNTS NOT CONT	PERCENT CONTACTED
A12	506	1	99.8	1	99.8
A24	351	2	99.4	2	99.4
MONTHLY TOTAL	857	3	99.6	3	99.6
A04	1320	831	37.0	795	39.7
C04	3	3		3	
QUARTERLY TOTAL	1323	834	36.9	798	39.6
A00	101	100	0.9	100	0.9
Z00	89	82	7.8	81	8.9
A01	1357	1333	1.7	1333	1.7
C01	1	1		1	
M01	4	4		4	
TOTAL	3732	2357	36.8	2320	37.8

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Source: https://www.industrydocuments.ucsf.edu/docs/tmxy0000

SALES REP. RESPONSIBILITY

QUARTERLY HISTORICAL REPORT

1226 NORTH JERSEY DIVISION

CALL CLASS	RETAIL ACCOUNTS	October ACCOUNTS NOT CONT	1997 PERCENT CONTACTED	QUARTER ACCOUNTS NOT CONT	PERCENT CONTACTED
A12	526	63	88.0	63	88.0
C12	1		100.0		100.0
A24	183	7	96.1	7	96.1
C24	10		100.0		100.0
MONTHLY TOTAL	720	70	90.2	70	90.2
A04	1007	588	41.6	578	42.6
QUARTERLY TOTAL	1007	588	41.6	578	42.6
A00	289	289		289	
C00	5	5		5	
Z00	42	31	26.1	31	26.1
A01	548	521	4.9	519	5.2
M04	1		100.0		100.0
M12	1	1		1	
TOTAL	2613	1505	42.4	1493	42.8

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Source: https://www.industrydocuments.ucsf.edu/docs/tmxy0000

Source: https://www.industrydocuments.ucsf.edu/docs/tmxy0000

SALES REP. RESPONSIBILITY
QUARTERLY HISTORICAL REPORT
1229 QUEENS DIVISION

CALL CLASS	RETAIL ACCOUNTS	October ACCOUNTS NOT CONT	1997 PERCENT CONTACTED	QUARTER ACCOUNTS NOT CONT	PERCENT CONTACTED
A12	1114	77	93.0	56	94.9
C12	1	1		1	
A24	188	4	97.8	1	99.4
C24	3		100.0		100.0
MONTHLY TOTAL	1306	82	93.7	58	95.5
A04	1107	626	43.4	600	45.7
QUARTERLY TOTAL	1107	626	43.4	600	45.7
A00	281	281		281	
B00	1	1		1	
Z00	137	93	32.1	90	34.3
A01	1241	1166	6.0	1164	6.2
M01	1	1		1	
N99	1	1		1	
Z99	1	1		1	
TOTAL	4076	2252	44.7	2197	46.0

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SALES REP. RESPONSIBILITY

QUARTERLY HISTORICAL REPORT

12 NEW YORK METRO REGION

CALL CLASS	RETAIL ACCOUNTS	October ACCOUNTS NOT CONT	1997 PERCENT CONTACTED	QUARTER ACCOUNTS NOT CONT	PERCENT CONTACTED
A12	5063	178	96.4	150	97.0
C12	16	2	87.5	2	87.5
A24	1445	16	98.8	11	99.2
C24	36		100.0		100.0
A52	4		100.0		100.0
C52	10		100.0		100.0
MONTHLY TOTAL	6574	196	97.0	163	97.5
A04	6849	4326	36.8	4204	38.6
C04	10	10		10	
QUARTERLY TOTAL	6859	4336	36.7	4214	38.5
A00	1798	1794	0.2	1794	0.2
B00	1	1		1	
C00	49	49		49	
Z00	483	376	22.1	372	22.9
A01	5364	5104	4.8	5100	4.9
C01	18	18		18	
M01	5	5		5	
M04	1		100.0		100.0
M12	2	1	50.0	1	50.0
M24	2		100.0		100.0
N99	2	2		2	
Z99	1	1		1	
TOTAL	21159	11883	43.8	11720	44.6

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Source: https://www.industrydocuments.ucsf.edu/docs/tmxy0000

RETAIL REP. RESPONSIBILITY

QUARTERLY HISTORICAL REPORT

1222 YONKERS DIVISION

CALL CLASS	RETAIL ACCOUNTS	October ACCOUNTS NOT CONT	1997 PERCENT CONTACTED	QUARTER ACCOUNTS NOT CONT	PERCENT CONTACTED
A12	823	243	70.4	235	71.4
C12	15	4	73.3	4	73.3
A24	148	57	61.4	57	61.4
C24	51	19	62.7	17	66.6
A52	2		100.0		100.0
C52	1		100.0		100.0
MONTHLY TOTAL	1040	323	68.9	313	69.9
A04	178	101	43.2	99	44.3
C04	93	55	40.8	55	40.8
QUARTERLY TOTAL	271	156	42.4	154	43.1
A00	4	3	25.0	3	25.0
A01	1	1		1	
N99	1	1		1	
TOTAL	1317	484	63.2	472	64.1

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Source: https://www.industrydocuments.ucsf.edu/docs/tmxy0000

RETAIL REP. RESPONSIBILITY
QUARTERLY HISTORICAL REPORT
1223 NASSAU DIVISION

CALL CLASS	RETAIL ACCOUNTS	October ACCOUNTS NOT CONT	1997 PERCENT CONTACTED	QUARTER ACCOUNTS NOT CONT	PERCENT CONTACTED
A12	884	142	83.9	135	84.7
C12	30	8	73.3	8	73.3
A24	194	62	68.0	61	68.5
C24	27	4	85.1	4	85.1
C52	7		100.0		100.0
MONTHLY TOTAL	1142	216	81.0	208	81.7
A04	354	320	9.6	318	10.1
C04	16	13	18.7	13	18.7
QUARTERLY TOTAL	370	333	10.0	331	10.5
A00	4	3	25.0	3	25.0
12	1	1		1	
M12	3		100.0		100.0
M24	1		100.0		100.0
TOTAL	1521	553	63.6	543	64.2

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Source: https://www.industrydocuments.ucsf.edu/docs/tmxy0000

Source: https://www.industrydocuments.ucsf.edu/docs/tmxy0000

RETAIL REP. RESPONSIBILITY

QUARTERLY HISTORICAL REPORT

1226 NORTH JERSEY DIVISION

CALL CLASS	RETAIL ACCOUNTS	October ACCOUNTS NOT CONT	1997 PERCENT CONTACTED	QUARTER ACCOUNTS NOT CONT	PERCENT CONTACTED
A12	576	15	97.3	15	97.3
C12	31		100.0		100.0
A24	198		100.0		100.0
C24	37		100.0		100.0
A52	9		100.0		100.0
C52	12		100.0		100.0
MONTHLY TOTAL	863	15	98.2	15	98.2
A04	128	21	83.5	21	83.5
C04	66	15	77.2	15	77.2
QUARTERLY TOTAL	194	36	81.4	36	81.4
A00	4	3	25.0	3	25.0
M12	2		100.0		100.0
M24	1		100.0		100.0
TOTAL	1064	54	94.9	54	94.9

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Source: https://www.industrydocuments.ucsf.edu/docs/tnxv0000

RETAIL REP. RESPONSIBILITY

QUARTERLY HISTORICAL REPORT

1229 QUEENS DIVISION

CALL CLASS	RETAIL ACCOUNTS	October ACCOUNTS NOT CONT	1997 PERCENT CONTACTED	QUARTER ACCOUNTS NOT CONT	PERCENT CONTACTED
A12	1198	281	76.5	268	77.6
C12	12	2	83.3	2	83.3
A24	102	11	89.2	10	90.1
MONTHLY TOTAL	1312	294	77.5	280	78.6
A04	202	112	44.5	107	47.0
C04	6	3	50.0	3	50.0
QUARTERLY TOTAL	208	115	44.7	110	47.1
A00	2	2		2	
A01	3	2	33.3	2	33.3
12	1	1			100.0
M24	4	1	75.0	1	75.0
N99	1	1		1	
TOTAL	1531	416	72.8	396	74.1

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RETAIL REP. RESPONSIBILITY

QUARTERLY HISTORICAL REPORT

12 NEW YORK METRO REGION

CALL CLASS	RETAIL ACCOUNTS	October ACCOUNTS NOT CONT	1997 PERCENT CONTACTED	QUARTER ACCOUNTS NOT CONT	PERCENT CONTACTED
A12	3481	681	80.4	653	81.2
C12	88	14	84.0	14	84.0
A24	642	130	79.7	128	80.0
C24	115	23	80.0	21	81.7
A52	11		100.0		100.0
C52	20		100.0		100.0
MONTHLY TOTAL	4357	848	80.5	816	81.2
A04	862	554	35.7	545	36.7
C04	181	86	52.4	86	52.4
QUARTERLY TOTAL	1043	640	38.6	631	39.5
A00	14	11	21.4	11	21.4
A01	4	3	25.0	3	25.0
12	2	2		1	50.0
M12	5		100.0		100.0
M24	6	1	83.3	1	83.3
N99	2	2		2	
TOTAL	5433	1507	72.2	1465	73.0

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Source: https://www.industrydocuments.ucsf.edu/docs/tmxy0000